

NARUS

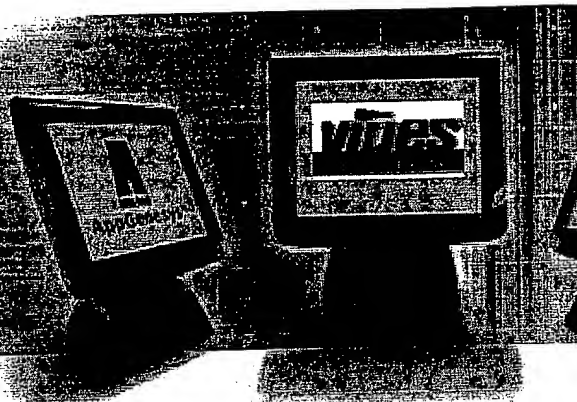


IoT is the key to the future of the IP Services Industry
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ABOUT NARUS

NARUS

Customers



Narus leads the market with the most production customers. Here are a few leaders who are gaining a competitive advantage using Narus solutions.

AppGenesys
AT&T Broadband
Broadnet
Cable & Wireless France
Corio
iBasis
Digital Island

Homestead
Intira
New Global Telecom
Ono
Primacom
Relera

Roadrunner
Teldata
Telegis
Williams Communication
Winfirst
Yipes

**AppGenesys**

Provider of e-Infrastructure platforms and management services for global Internet businesses Narus Solution: Narus Platform and Billing Mediation solutions.

AppGenesys deployed the Narus platform with new carrier-class Narus Analyzers and Narus Billing Mediation solutions to enable a portfolio of reliable and scalable managed services for e-business.

"Narus has the most complete, carrier-class platform and application which is a key requirement for us to be able to offer reliable, high-quality managed services for e-business. We are thrilled to be working with Narus to help make AppGenesys a success". *Benjamin Chen, Chairman and CTO - AppGenesys*

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**AT&T Broadband/MediaOne**

MediaOne is now part of AT&T Broadband and is one of the world's largest broadband communications companies.

MediaOne deployed Narus solutions to meter applications and

network usage in order to better understand how subscribers are using the network and which services are most popular.

"By deploying Narus solutions, we'll be able to gain a richer understanding of what services best fit the needs and interests of our customers. Ultimately, this will benefit our customers by ensuring they get the most out of our network's capabilities." *Tom Cullen, VP Internet Services - AT&T Broadband*

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Broadnet

Broadnet is a next-generation, IP-centric, pan-European communications solutions provider. Broadnet offers innovative speed Internet access and tailored e-business services to entrepreneurs in Europe's major cities.

Broadnet will deploy Narus decision support and billing mediation solutions in the development of new services across its pan-European network. The agreement with Broadnet is one of a series of contracts that Narus has concluded in Europe as a result of the rising demand among service providers for infrastructures designed to improve the profitability of their businesses.

"Broadnet aims to equip the SME's in Europe with the most advanced means of communication and e-business applications. In so doing, we attach great importance to the quality of the services we provide. We are constantly working to differentiate and optimize our solutions. Thanks to Narus technology, we can now develop new services that better meet the needs of our customers." *Surendra Saboo, Chief Operating Officer at Broadnet*

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Cable & Wireless France

Cable & Wireless France offers a complete range of services based on the IP protocol: Internet connectivity from 64 Kbits/s to 155 Kbits/s, switched access and concentration of IP/Frame Relay traffic, and Internet connections for servers and hardware, turnkey Internet access, virtual private networks, Multimedia broadcasting services, and traditional voice services.

Cable & Wireless France is implementing the latest set of Narus products, including Billing Mediation solutions, to provide real-time collection and processing of IP customer usage data. The resulting high quality intelligence enables Cable & Wireless France to identify, offer, and bill for differentiated services, a focal point of their aggressive plans to dominate the emerging IP services market.

"The growth and diversity of IP services from streaming to hosting demonstrates our business need for effective collection and analysis of usage data. After a thorough and comprehensive review, we selected Narus over its competitors because the solution gives us the flexibility and scalability to change the services as rapidly as market conditions change."

conditions typically change. Furthermore, the availability of powerful tools for the rapid development of new mediation rules, as well as support of Ethernet gigabit interfaces were key elements in our choice."

Sofiane Ammar, CTO - Cable & Wireless France

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Corio

Corio (NASDAQ: CRIO), a leading application service provider, delivers, hosts, and manages best-of-breed enterprise applications and infrastructure services for a monthly fee.

Corio expects to deploy Narus solutions to enhance component operations infrastructure. One attractive element is the Narus Billing Mediation capability which drives key customer care with accurate complete usage information. Upon deployment, it is expected the Narus platform will enable the development of an industry-first approach to service level agreement business models.

"As our market evolves, we need to assure our customers that business infrastructure is sophisticated. We expect that Narus will ultimately enhance our operational efficiency and that of our customers." *George Kadifa, CEO - Corio*

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iBasis Inc.

iBasis Inc. is the largest provider of wholesale VoIP, unified messaging, and other services to more than 70 international carriers.

iBasis is integrating the Narus Platform and Billing Mediation services into its service infrastructure to help collect detailed network and customer usage information from its newly deployed Cisco Systems Open Network Exchange (uOne™) Unified Communications platform.

"Narus solutions provide our billing systems the crucial customer network usage information required to ensure that our service customers receive the most advanced and reliable operational services possible."

Matthew Kristin, Chief Information Officer - iBasis

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Digital Island

Digital Island is a leading global content delivery network (CDN) providing integrated hosting, content delivery and network services.

Digital Island deployed Narus' fully-scalable Billing Mediation services for Managed Service providers. Through this, Narus has allowed Digital Island to realize five 9's Revenue assurance and to reduce draw on their network by 93%.

"Working with Narus is like buying a car from a top-of-the-line dealership instead of a used car lot." *Troy Saxton-Getty*
Vice President, Information Systems and Technology

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- [View the Customer Testimonial Video](#)



Homestead

Homestead is an online resource for creating feature-rich Web has selected Narus technology to enhance its service offerings 9 million registered Homestead members. To rapidly deliver cc its members, Homestead will deploy the Narus platform and sc By using Narus technology the company will be able to unders customer usage to provide the highest level of service to its m

"Small businesses and individuals count on us to provide the technology necessary to create their Web site along with hostin presence on the Web." Sam Schorr, vice president of systems engineering, Homestead

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Intira Corporation

Intira Corporation is a leading provider of outsourced e-busine: infrastructure solutions known as Netsourcing.

Intira will use Narus technology to gain more insight from its Netsourcing infrastructure, allowing Intira to offer future "value- services to its growing Netsourcing customer base. Additionally: Narus, Intira may be able to realize additional cost-efficiencies its Netsourcing infrastructure.

"Narus will be a valuable tool in helping us develop enhanced : that benefit our customers. Additionally, Narus technology prov efficiencies that may help Intira reduce costs over time." *John Steensen, vice president and CTO - Intira*

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New Global Telecom

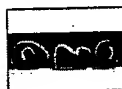
New Global Telecom, Inc. is a fully integrated global communic provider offering retail and wholesale Internet, data and voice : worldwide. Switching more than ten million minutes a day, NG innovator of global competition and convergence and is deploy truly converged network in emerging global markets. Its servic include Managed Network Service and Managed Data Center services.

New Global Telecom will be deploying Billing Mediation solutio allow the company and its clients to develop value-based busir models for digital content distribution (such as video and audio

models for digital content distribution (such as video and audio commerce, application hosting, messaging services, and more). Global Telecom will also use Narus to track IP (Internet protocol) application usage in their Miami Data Center hosted facilities.

"Narus provides a key infrastructure platform for our business. It is vital that we have intelligence about and control over how our services are being used. By using Narus, we will continue to grow our business model." *Lee Story, New Global Telecom Senior Vice president of operation and technology - New Global Telecom*

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ONO

ONO is the largest broadband service provider in Spain, offering integrated telecommunications, television and Internet access to residential customers and business in franchises serving 4.6 million homes and 0.3 million businesses in Spain.

ONO will deploy the Narus platform to provide the Internet business infrastructure throughout its entire broadband network. Narus is the only company that offered the solution needed today plus the carrier grade platform to build solutions for the future. ONO intends to extend services into Portugal.

"In an increasingly aggressive business arena, the ability to acquire real time business knowledge about customer subscriber application usage patterns can make all the difference, in terms of our ability to differentiate our service offering from that of competitors. As an expanding broadband provider, much of our content is multimedial and bandwidth intensive. Anticipating further rapid growth over the next eighteen months, we feel it is vital to have the toolset to understand customer usage behavior of services including web browsing, email use, Voice over IP, E-commerce and streaming video almost from the start. The Narus solution set will give us the ability to deliver high value services to our customers and to realize profits so that we can continue with our success in Spain and repeat it in other markets." *Jacob Benbunan, CEO - ONOLAB*

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Primacom

Primacom is Germany's second largest provider of cable modem services.

Primacom deployed the Narus Platform and NARUS Billing Management solutions throughout their broadband network and are using the time, detailed usage data to offer and bill for differentiated services to residential and business customers.

"When we looked around for a partner to provide Solutions, we were not only looking for a superior technical solution, but also for a partner who could truly add value to our business. No other company was able to offer this carrier grade, end to end solution." *Juergen Kopell, Director of Business Development - Primacom*

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Relera Internet Centers and Solutions

Relera Inc., is a company building and managing Internet Data Centers in 25 of the top 40 U.S. market.

Relera Inc., has chosen Narus technology as a key component infrastructure for its new Internet Data Centers. Relera is currently building state-of-the-art, high-availability Internet Data Centers the nation, and has selected Narus for implementing the core infrastructure of its usage-based pricing model.

"Relera's strategy is to build our infrastructure in partnership with industry leaders," said Molly Gunning, vice president of billing at Relera. "Narus technology gives us the mission-critical intelligence necessary to provide customers with a robust set of products, offers us sophisticated input to our billing system." *Molly Gunning, president of billing - Relera*

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RoadRunner

The nation's pre-eminent broadband service provider, serving excess of 730,000 customers.

Road Runner selected Narus solutions, including the Narus platform and Narus Decision Support solutions to gain insight into how their network resources are being utilized and to improve their customer overall experience.

"We were looking for a way to gain insight into how our network resources are being utilized. This will allow Road Runner to deliver network resources and service offerings more effectively, thereby improving the Road Runner customer's overall experience." *Al Bast, Senior Vice President of Operations - RoadRunner*

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Teldata Control

Teldata Control is a leading provider of cost control solutions for enterprise telephony.

Teldata Control has selected Narus solutions to expand its offerings in new market opportunities in IP network usage, audit, and internal corporate expense allocation chargeback.

"Through implementation of Narus solutions, we can provide enhanced reporting, audit and expense allocation chargeback capabilities." *Greg Carr, President and CEO - Teldata Control*



Telegis Networks

Telegis Networks Inc., is one of the leading Internet services companies in the managed hosting market.

Telegis Networks Inc., has chosen Narus technology to help them expand their services profitably. Telegis will deploy Narus business infrastructure platform and Billing Mediation solutions to allow the company and its clients to develop business models for value-billing and network intelligence.

"The greatest challenge in this competitive market is to offer solutions to our customers that add value," said Don Warkentin, president and CEO of Telegis. "Narus enables us to build a true next-generation global hosting platform that allows us and our customers to adapt quickly to the fast-growing competitive environment." *Don Warkentin, President and CEO - Telegis*

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Williams Communications

Williams Communications is the owner and operator of the largest next-generation fiber-optic network in the United States. Williams Communications is North America's only exclusively carrier-focused fiber-optic network and the largest independent source of end-to-end integrated business communications solutions - data, voice or

Williams Communications will deploy Narus systems and solutions throughout its entire network infrastructure.

"By implementing the Narus platform and solutions throughout our network, we will be able to leverage our next-generation network to deliver new services, such as usage-based billing, and provide customers with a suite of services tailored specifically for them." *Turcotte, Senior Vice President of access and IP services - Williams Communications' network unit*

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WINfirst

WINfirst is building a new fiber-to-the-home residential network using fiber-optic technology in conjunction with Ethernet networking standards to break the last-mile bottleneck.

"If you can't measure it, you can't manage it. We are implementing the Narus platform to gain real-time intelligence about customer usage from our optical access network so that we can manage the customer value proposition and provide next-generation services targeted to the needs of our end users. We are thrilled to be working with Narus because they have the only scalable carrier-grade solution we need. Narus also brings a very strategic approach to dealing with the issues specific to a very high bandwidth, low latency network." *Baughman, Vice President of Information Technology - WINfirst*

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Yipes

Yipes is widely recognized as the first national provider of fully scalable bandwidth-on-demand for business applications.

Yipes is deploying the Narus Platform and Narus Billing Media solutions in its nationwide Yipes IP Optical Network to capture for its fully scalable IP services for LAN-to-LAN, Metropolitan Area Network (MAN), and Internet connectivity.

"As we continue to address customer needs and differentiate our services, our usage collection and billing infrastructure is becoming increasingly important element in our competitive arsenal. As we evaluated potential partners for providing our critical business infrastructure, Narus stood way out from the pack. They understand our need for accurate, granular, real-time usage information and assembled the best solution in the industry by far. We look forward to working with them as a valued supplier and partner." *Jerry Par*
founder and CEO - Yipes

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